

**Christopher**

**Email:** [Christopher.348102@2freemail.com](mailto:Christopher.348102@2freemail.com)

**Career Objective:**

I am seeking for a sales executive position that will utilise my skills, set to develop and implement business objectives plans, which build a strong long-term relationship of organization with customers.

**Summary:**

I am a talented individual who will bring his sales talent, fashion sense, and passion for clothing to your company. **Christopher** has a proven track record of success in sales and possesses the ability to coordinate a high level of activity under a variety of conditions and constraints. I am able to think creatively from both a product and customer relationship perspective, and possess the unique experience of having previously worked in a start-up environment. A determined Sales professional, who is able to sell a variety of high end services in a competitive environment. Possess 4 years working experience in Sales and services industries. A result oriented professional cum accomplished sales and service professional.

**Skills**

* Strong negotiation, presentation and influencing skills in dealing with customers to win business.
* Comprehensive knowledge of sales techniques and best business practices.
* Providing insights into consumer behaviour.
* Excellent analytical, verbal, written communication, presentation and customer service skills.
* Extremely innovative & productive in a high volume, stressful and demanding environment.
* Maintaining high visibility and energy levels on the shop floor.
* Adaptable, flexible and willing to implement change.
* Good team player with the initiative and capacity to take on serious responsibility.
* Excellent interpersonal skills, with a particular emphasis upon inspiring, influencing and negotiating in dealing with clients and colleagues.
* Ability to sit, stand and walk around for long periods of time.
* Computer proficiency in Microsoft Word, Excel and Outlook

**Professional Experience:**

**Dunia Finance**

**Sales Executive April 2016-till Date**

* Responsible for the acquisition and retention of new clients for sales of financial products ranging from personal loan, auto loan, credit card and cooperate deposit
* Advise customers regarding expected fluctuation
* Make presentation on financial services to groups in order to attract new client
* Contact prospective customers to present information and explain available service
* Prepare forms or agreement
* Developing constructive and cooperative working relationships with others and maintaining them over time
* Keeping up-to-date technically and applying new knowledge
* Observing, receiving and otherwise obtaining information from all relevant sources
* Analyzing information and evaluating results to choose the best solution and solve problem
* Providing information to my supervisor, co-workers and subordinates by telephone, in written form or in person
* Understand written sentence and paragraph in work related documents
* Attend Business Events, Exhibitions and Networking to promote and improve products so as to ensure that business goals are achieved.

**Dof Fashion world Victoria Island Lagos, Nigeria**

**Sales Executive, Feb 2013- March 2016**

* Responsible for creating a sales environment that enhances the buying experience of customers
* In charge of driving the full sales lifecycle, from initial contact to demonstrations and sale.
* Assessed consumer’s discerning buying attitudes and purchasing power and improved conversion rate.
* Cleaning shelves, counters, and tables.
* Greeting each customer that comes into the store in a warm manner.
* Identifying customer requirements.
* Preparing merchandise for display.
* Ensuring that all customers receive excellent service through direct salesmanship, and prompt and courteous service.
* Researched, analyzed and reported current trends of the market to the management.
* Handled customer service enquiries.
* Attending weekly sales meet

**Barnhill Hotel and Resort Awka, Nigeria**

**Customer care Executive Feb 2012-Jan 2013**

* Responsible for attending to walk-in clients, greet, register and assign rooms to guests.
* Answer inquiries pertaining to hotel services, registration of guests and shopping, dining, entertainment reservations and travel directions.
* Issue room key and escort instructions to bell-person or directly to guest as appropriate, without announcing room numbers.
* Follow-up and track on customer enquiries in order to make sure that they experience a positive satisfaction.
* Maintains record of all enquiries & related details in computer Systems for better and easier administration works.
* Keep records of room availability and guests' accounts.
* Compute bill, collect payment and make change for guests.
* Deposit guests' valuables in hotel safe or safe-deposit box.
* Account for all cash and make deposits in accordance with hotel and company policies.
* Communicate effectively with other front office and hotel departments.
* Report to work for scheduled shift, on time and in uniform in accordance with company policy.
* Perform other related duties as required.

**Education Qualification:**

Anambra State University: Industrial Physics (B.Sc.)

Volunteering Service Overseas: Customer Relationship Management/Project Management

**Reference:**

Will be provided on request